

1 BEFORE THE
2 ILLINOIS COMMERCE COMMISSION
3 IN THE MATTER OF:)
4 TELRITE CORPORATION)
5 Application for a certificate of) 03-0464
6 authority to operate as a reseller)
7 of interexchange telecommunications)
8 services in the State of Illinois.)
9)
10 Chicago, Illinois
11 August 13, 2003
12 Met, pursuant to notice.
13 BEFORE:
14 Ms. Claudia Sainsot, Administrative Law Judge.
15 APPEARANCES:
16 MR. DARRYL DAVIS
17 1115 Church Street
18 Covington, Georgia 30014
19 for the applicant.
20 SULLIVAN REPORTING COMPANY, by
21 FRANCISCO E. CASTANEDA, CSR,
22 License No. 084-004235

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I N D E X

<u>Witnesses:</u>	<u>Direct</u>	<u>Cross</u>	<u>direct</u>	<u>cross</u>	<u>Examiner</u>
DARRYL DAVIS					4

<u>APPLICANT'S</u>	<u>E X H I B I T S</u> <u>For Identification</u>	<u>In Evidence</u>
	NONE.	

1 JUDGE SAINSOT: I now call Docket No. 03-0464.
2 It is the application of Telrite Corporation for
3 a certificate of authority to operate as a
4 reseller of interexchange telecommunications
5 services in the State of Illinois.

6 Will the party identify itself for the
7 record, please. And, Mr. Davis, please include
8 your address and telephone number.

9 MR. DARRYL DAVIS: Yes. My name is Darryl
10 Davis, and my address is 1115 Church Street,
11 Covington, Georgia 30014 and (678) 625-7740 is
12 the phone number.

13 JUDGE SAINSOT: Okay. Mr. Davis, for the
14 record, you are an officer or director of the
15 Telrite Corporation, the applicant?

16 MR. DARRYL DAVIS: Yes, I am.

17 JUDGE SAINSOT: I just wanted to get your
18 relationship before I swear you in.

19 Could you raise your right hand, please.

20 MR. DARRYL DAVIS: Okay.

21

22 (Witness sworn.)

1 DARRYL DAVIS,
2 having been called as a witness herein, after
3 having been first duly sworn, was examined and
4 testified as follows:

5 EXAMINATION

6 BY

7 JUDGE SAINSOT:

8 Q. Okay. Mr. Telrite -- Mr. Davis, could you
9 tell me your relationship to the Telrite
10 Corporation specifically?

11 A. Well, I'm one of the owners -- well, I am
12 the owner of the Telrite Corporation.

13 Q. Okay. And how many employees does it
14 have?

15 A. Two direct employees right now, but we
16 have a lot of more independent contractors that
17 we sub out.

18 Q. Okay. What I'd like to know is, either
19 employees or independent contractors, a little
20 bit of background about the people that are going
21 to run the company. You want to --

22 A. Sure. I mean, I started in telecom in

1 1990. Actually started doing, which I didn't
2 know -- I thought I sent out a resume about me.

3 But I started off actually selling AT&T
4 SDM products for a company, a resell product.
5 Did that for a couple of years, and then I
6 actually started doing some sales for LDDS back a
7 long time ago.

8 Then in '94 moved to Florida,
9 Jacksonville, Florida. Did some sales there.
10 Did a lot of consulting work for reselling
11 companies. And those consulting works have
12 actually helped them actually set up their order
13 forms, set up their back office, train their
14 people how to deal with dedicated customer
15 service, dedicated -- install for dedicated
16 services.

17 We've done a lot of consulting work like
18 GE. The GE exchange came into place. They hired
19 us for 12 months to help them basically learn the
20 business. Back when telecom was really thriving
21 back then, we did a lot of consulting work.

22 We also done a lot of actual sales.

1 From '96 on we started doing more sales like a
2 master agent type of contract. So we're one of
3 the top 20 largest master agents in the United
4 States.

5 Q. Master agent?

6 A. Yeah. We sell like AT&T Cable Wireless,
7 Qwest and that kind of stuff.

8 Q. Okay.

9 A. And then they pay us a small residual
10 commission of retained accounts. And then we
11 basically -- in all the consulting work and all
12 this stuff that I've been doing in telecom, we
13 decided, you know, it's time to get into the
14 resale program so we can make more money,
15 obviously, and control our own destiny a little
16 bit better.

17 And that's what we've been slowly but
18 surely doing.

19 Q. Okay.

20 A. Does that give you enough history or do
21 you want more detail?

22 Q. Maybe one other principal employee or

1 independent contractor.

2 A. Randy Pulson is one our customer service
3 people. He's been in telecom as long as I have.
4 He is -- I don't know all his background but
5 mostly he has been involved in helping with --
6 doing consulting. He's one of the contractors.
7 He does all the CDR and gathering proper CDR to
8 get to the billing company to make sure
9 everything is clean and set up.

10 I just know he's been in it for 15 years
11 and has done a lot of work for resellers and such
12 as that.

13 Q. What does CDR stand for, Mr. Davis?

14 A. Call Detail Record. It's actually the --
15 all the information in the part of the call that
16 you can bill them from.

17 Q. Okay. Thank you.

18 And what -- I mean I know that it's
19 fairly limited with resale, but what kind of
20 resale services did you intend to provide?

21 A. Just switch list mostly. I mean, it's --
22 I mean, obviously if we go -- there may be some

1 dedicated service but mostly just regular
2 consumer and business accounts, just regular
3 switch of service. We have contracts with Qwest,
4 MCI, WorldCom and Global Crossing.

5 Q. And it sounds like you've been doing
6 business in other states for a while.

7 A. We're certified -- well, not that long
8 actually. We slowly but surely get certified in
9 every state. We're probably certified in 80
10 percent of the states.

11 Q. Okay. And how long have you been -- well,
12 that probably varies from state to state; right?

13 A. Very short period of time that we've been
14 doing this, the resale program.

15 Q. Okay.

16 A. We've been selling other resellers as a
17 master agent, like I said, and that kind of
18 stuff. I mean, we've been selling in every
19 state, but we don't have to be certified
20 obviously to sell that.

21 Q. Right.

22 And your company has policies against

1 slamming and cramming?

2 A. Well, if we accidentally -- that's the
3 only way that I can say that because we get LOAs.
4 If we transpose a number keying in the system,
5 then typically we give 100 percent of the credit
6 to the customer and move their -- back to where
7 they was.

8 JUDGE SAINSOT: Okay. Those are the questions
9 I have, Mr. Davis. I'll get the order out as
10 soon as I possibly can. And, again, thank you
11 very much and have a pleasant day.

12 HEARD AND TAKEN

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